

New London rail express sales service launches at Edinburgh Airport



Gatwick Express, Heathrow Express, Stansted Express and Luton Thameslink launched their first ever joint sales team at Edinburgh airport for air passengers flying into London on Friday 17 March.

New research found that Scottish passengers flying to London could save themselves £163,705,505.30 and 234,374,877 minutes per year if they all ditched taxis for the express train transfers between four London airports and central London.

The Edinburgh to London flight path is the busiest air route in the country, flying just under 3 million passengers per year on 456 flights per week between the two capitals and represents one of the busiest air routes in Europe.

For the first time, passengers flying to Gatwick, Heathrow, London Luton and Stansted will, from 17 March, be able to buy their choice of express rail tickets into central London from a team of mobile sales agents at Edinburgh Airport.

Gordon Dewar, Chief Executive of Edinburgh Airport, said: “The Edinburgh – London flight routes are a vitally important economic artery for Scotland and the rest of the UK and this new service will strengthen that.

“Our success at Edinburgh is built upon offering our passengers choice and to now have the option of purchasing express rail tickets into central London here at Edinburgh Airport will make a London arrival all the smoother and is bound to be a popular service.”

Fraser Brown, Director, Heathrow Express said: “We are delighted to be working on this project – the first of its kind – as it serves to highlight the time and money savings passengers can make in using the train. If all the passengers from Edinburgh to Heathrow took Heathrow Express rather than a taxi into central London, they would save over 18 million minutes and over £17 million. Heathrow Express provides a fast, premium service that takes just 15 minutes.”

Julie Ryan, Senior Sales and Partnership Manager, Govia Thameslink Railway Ltd said: “By taking the Gatwick Express, customers save a staggering 41 minutes compared to taking a taxi. The Gatwick Express takes just 30 minutes.”

Andy Camp, Commercial Director of Stansted Express said: “Passengers flying into Stansted have the greatest opportunity to save as a typical taxi fare into central London will cost £120.50, whereas our new fares this year start from £7. Stansted Express takes passengers into the heart of the Square Mile in Liverpool Street, provides a high quality service with fully flexible travel on any train for any date of travel and has no hidden fees, unlimited baggage allowance and free wifi.”

Liz McAreavey, Chief Executive Edinburgh Chamber of Commerce said: “Enhanced connectivity between London and Edinburgh is a key driver of business and economic growth for both cities. The continued growth of Edinburgh Airport will only make this choice greater and connectivity stronger”.

Image 1: Customer with sales agent Joty Chopra

Image 2: From L-R: Julie Ryan, Senior Sales and Partnership Manager, Govia Thameslink Railway; Fraser Brown, Director Heathrow Express; Gordon Dewar, Chief Executive Edinburgh Airport and Andy Camp, Commercial Director Stansted Express

Image 3: Julie Ryan Senior Sales and Partnership Manager, Govia Thameslink Railway; Andy Camp, Commercial Director

Stansted Express; Gordon Dewar, CEO Edinburgh Airport and Fraser Brown, Director Heathrow Express

Image 4: Julie Ryan, Senior Sales and Partnership Manager, Govia Thameslink Railway; Cathy Craig, Commercial Director Scotrail, Andy Camp, Commercial Director Stansted Express; Gordon Dewar CEO Edinburgh Airport and Fraser Brown Director Heathrow Express